

Message Text

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70

ACTION EB-07

INFO OCT-01 NEA-09 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

 DOTE-00 INR-07 NSAE-00 FAA-00 MC-02 TRSE-00 /028 W

----- 119659

R 191210Z MAR 75

FM AMEMBASSY RABAT

TO SECSTATE WASHDC 4889

INFO AMEMBASSY ALGIERS

AMCONSUL CASABLANCA

AMCONSUL TANGIER

AMEMBASSY TUNIS

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E.O. 11652: N/A

TAGS: EAIR BEXP MO

SUBJ: CIVAIR: AIRCRAFT EXPORT PROMOTION

REF: STATE 57389; RABAT 862; RABAT 434

1. DOMESTIC CARRIER ROYAL AIR INTER (RAI) HAS HAD TWO FOKKER F-27'S FOR ABOUT FOUR YEARS. WE KNOW OF NO PLANS TO PURCHASE MORE. IN RECENT ANNOUNCEMENT, AHMED LASKY, PRESIDENT OF BOTH ROYAL AIR MAROC (INTERNATIONAL CARRIER) AND RAI, STATED INTENTION TO PURCHASE BOEING 737 FOR RAM SHORT RUNS (SEE RABAT 862).

2. AVIAEXPORT, LOCAL SOVIET AIRCRAFT SALES COMPANY, HAS SINCE LAST AUTUMN RUN HEAVY ADVERTISING CAMPAIGN ON SHORT-HOP YAK-40, A TRI MOTOR JET FOR 27 TO 34 PASSENGERS. IN LAST MONTH OR SO THEY HAVE HELD TWO DEMONSTRATION FLIGHTS.

3. WE HAVE LEARNED THAT DEMONSTRATION OF ANTONOV 26 TO BE HELD THURSDAY, MARCH 19 WITH FLIGHTS CONTINUING THROUGH 23RD AT CASABLANCA NOUASSEUR AIRPORT. COMMENT: IN LIGHT APPARENT MOROCCAN PUBLIC COMMITMENT TO BOEING,

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SOVIETS APPARENTLY WILL HAVE TO MAKE MAJOR FINANCING

CONCESSIONS TO AROUSE GOM INTEREST. WE SPECULATE THAT SOVIETS RAISED ISSUE DURING RECENT MOROCCAN TRADE TALKS (SEE RABAT 434) AND MAY HAVE PROPOSED THAT MOROCCANS PURCHASE SOVIET AIRCRAFT AS QUID PRO QUO FOR RUMORED PETROLEUM PRICE REDUCTION AND OTHER CONCESSIONS SOVIETS UNDERSTOOD TO HAVE OFFERED. END COMMENT.

4. RCAA ADVISES THAT RUMOR IS CIRCULATING IN CASABLANCA THAT RAM INSISTS UPON SELLING ITS OBSOLETE CARAVELLES TO RAI FOR ITS LONG INTERNAL FLIGHTS. RAI HAS RESISTED THIS SUGGESTION AND PREFERS TO PURCHASE USED MCDONNELL DOUGLAS DC-9 FOR ITS LONG DISTANCE INTERNAL ROUTES AND FLIGHTS TO MALAGA. HOWEVER, RAI HAS BEEN UNABLE TO GARNER ENOUGH SUPPORT TO GET FINANCING TO PURCHASE USED DC 9-30.

5. RCAA FURTHER ADVISES THAT SOVIETS STANDARD TERMS ARE NO DOWN PAYMENT AND NO PAYMENT FOR TEN YEARS AND 2 PER CENT INTEREST.
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